

Message Text

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21

ACTION ARA-10

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FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 6684

UNCLAS MANAGUA 1386

E. O. 11652: N/A

TAGS: BPRO, NU

SUBJECT: EXIM BANK REQUEST FOR INFORMATION ON AUTOMOTIVE AND
INDUSTRIAL EQUIPMENT CO.

1. PLEASE ADVISE EXIM BANK OF THE FOLLOWING: WTDR
INVESTIGATION NOT YET COMPLETED. HOWEVER, FROM INFORMATION
WE HAVE AVAILABLE NOW THE AUTOMOTIVE AND INDUSTRIAL EQUIPMENT
CO. HAS AN EXCELLENT REPUTATION. THE FIRM IS OWNED BY KLAUS
SENGLEMANN, A HIGHLY REGARDED BUSINESSMAN AND CURRENTLY
MINISTER OF AGRICULTURE OF THE GOVERNMENT OF NICARAGUA. THE
FIRM IS EXPANDING ITS FACILITIES IN MANAGUA, AND SHOULD CONTINUE
TO BE AN EXCELLENT BUSINESS CONTACT FOR INTERNATIONAL HARVESTER
AND GM.

2. WE HAVE NO REPEAT NO NEGATIVE COMMENTS TO MAKE ON THE
AUTOMOTIVE AND INDUSTRIAL EQUIPMENT CO. IN EVERY WAY SAID
FIRM IS AN EXCELLENT DISTRIBUTOR FOR AMERICAN MANUFACTURERS,
AND WE RECOMMEND THAT EXIM BANK GIVE FULL SUPPORT TO
CONTINUED BUSINESS BETWEEN AMERICAN FIRMS AND AUTOMOTIVE
AND INDUSTRIAL EQUIPMENT CO.
SHELTON

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